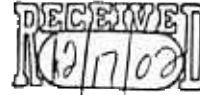


Ken Gasseling, President
LEO GASSELING & SONS, INC.
750 Evans Road
Wapato, Washington 98951



Docket Clerk
AMS Fruit and Vegetable Programs
Market Order Administration Branch
USDA Mail Stop 0237
1400 Independence Avenue SW
Washington, DC 20250-0201

December 4, 2002

Dear Sir or Madam:

As President and partner of Leo Gasseling & Sons, Inc., a family farm located in Wapato, Washington, I am writing in support of the proposed Federal Hop Marketing Order.

Many will argue that the prior marketing order failed, so why should we expect this one to succeed. The answer is really quite simple; the industry is entirely different than it was during the prior order. Because of consolidation on the Brewery, dealer and grower side, flexibility has been severely limited. It has created tremendous competition for the fewer and fewer business opportunities that are out there. In addition, and probably most importantly new technology, improved varieties and more transparency on all sides has created the dilemma of being able to increase production rapidly. This potential for overproduction, as no one wants to be left out, is what has in fact happened.

In my opinion mandatory production management is the only viable plan for controlling over-production and allowing for the return to a healthy American hop industry.

Please expedite the process and allow us the growers to determine our destiny.

Sincerely your,

A handwritten signature in black ink, appearing to read "Ken Gasseling". The signature is fluid and cursive, with a large, sweeping flourish at the end.

Ken Gasseling, President
Leo Gasseling & Sons, Inc.